

Message Text

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PAGE 01 STATE 120765

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STATE/NEA/INS/RMORLEY (IN DRAFT)

STATE/EB/OSB/JGRAHAM (IN DRAFT)

STATE/EB/OCA:LKLIEFORTH (DRAFT)

USIA/INA/CSNOW (IN DRAFT)

EB/OCA/CD:WRAU

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R 171840Z MAY 76

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS STATE 120765

E.O. 11652: N/A

TAGS: BEXP: IN

SUBJECT: CCP -76; THIRD QUARTER WCAG MEETING -MAY 13, 1976

REFERENCE: NEW DELHI 6552

1. SUMMARY: OVERALL OBJECTIVES CONTAINED IN CCP HAVE BEEN SUBSTANTIALLY MET AND IN SOME INSTANCES EXCEEDED. POST INITIATIVES AND TEAMWORK, ALONG WITH OUTSTANDING SUPPORT BY USIS PRODUCED EXCELLENT RESULTS FOR THE SCIENTIFIC, INDUSTRIAL AND MEDICAL INSTRUMENTS CATALOG SHOW. SUPPORT FOR THE FOREIGN BUYERS PROGRAM AND THE HIGH QUALITY OF THE COMMERCIAL NEWSLETTER WAS RECOGNIZED BY THE WCAG.

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2. SECTION I -- OVERVIEW: EMBASSY/CONGENS ACTIVITIES

AND REPORTING HAVE CONSISTENTLY SUPPORTED OVERALL COMMERCIAL GOALS. U.S. COMMERCIAL INTERESTS WERE WELL SERVED BY OFFICIAL REPRESENTATION WHICH WAS A CONTRIBUTING FACTOR TOWARD FAVORABLE RESOLUTION OF THE MICA PROBLEM, DISCRIMINATION AGAINST U.S. CIVIL AVIATION AND EQUITY DILUTION PROBLEMS IMPOSED BY THE FOREIGN EXCHANGE REGULATIONS ACT. IT WAS NOTED THAT U.S. EXPORTS TO INDIA REACHED A RECORD LEVEL OF 1.3 BILLION DOLLARS DURING CY 75.

3. CAMPAIGN NO. 1: NO DEFICIENCIES. WCAG NOTED APRIL ISSUE OF COMMERCIAL NEWSLETTER FEATURED COMMUNICATIONS AND ELECTRONIC EQUIPMENT. POST IN URGED TO SUBMIT UPDATED DESK STUDIES NO LATER THAN JUNE 30.

4. CAMPAIGN NO. 2: CAMPAIGN OBJECTIVES FULLY MET. OUTSTANDING PERFORMANCE HAS ESTABLISHED AN IDEAL ENVIRONMENT FOR TECHNICAL SALES SEMINAR SCHEDULED NOVEMBER 1976. EMBASSY/CONGENS COMMENDABLE INITIATIVES, WITH UNQUALIFIED SUPPORT BY USIS, PRODUCED RESULTS WHICH FAR EXCEEDED EXPECTATIONS.

5. CAMPAIGN NO. 3: OBJECTIVES SUBSTANTIALLY MET. URGE SUBMISSION OF MARKET STUDY BY AUGUST 30 FOR PLANNING MARCH 1977 CATALOG SHOW.

6. CAMPAIGN NO. 4: OBJECTIVES SUBSTANTIALLY ACHIEVED TO DATE. WCAG NOTED THAT POSTS WERE EFFECTIVE IN PROMOTING INDIAN PARTICIPATION IN THE AMERICAN MINING CONGRESS COAL SHOW. ASSUME RESOURCES WERE REDIRECTED TO THIS ACTIVITY WHEN CATALOG SHOW IN CAMPAIGN 1 WAS DEFERRED.

7. CAMPAIGN NO. 5: OBJECTIVES FULLY MET TO DATE. SUCCESS IN PROMOTING ATTENDANCE AT INTERNATIONAL PETROLEUM CONFERENCE WAS NOTED. CONSIDERING THAT RESOURCES BEING ALLOCATED TO THIS CAMPAIGN EXCEED ORIGINAL ESTIMATES AND MAY RESULT IN SHORTFALLS FOR OTHER ACTIVITIES,

WCAC WOULD WELCOME RECOMMENDATIONS FOR ALTERING OTHER PROGRAM OBJECTIVES.

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8. OTHER PROJECTS: EMBASSY/CONGENS HAVE FULLY SUPPORTED ACTIVITIES OUTLINED IN CCP, PARTICULARLY WITH REGARD TO THE FOREIGN BUYERS PROGRAM AND THE ACTIVITIES WHICH FALL WITHIN THE PURVIEW OF THE ECONOMIC AND COMMERCIAL SUBCOMMISSION.

COMMENT: IT WAS NOTED THAT POST SUBMITTED APPROXIMATELY 127 REPORTS FOR INCLUSION IN THE AUTOMATED FOREIGN

TRADERS INDEX WHICH CORRESPONDS TO WTDR INPUT. ASSUME
POSTS ARE WORKING ON 1969 FTI MASS UPDATE MATERIAL WHICH
IS DUE JUNE 1, 1976. THE 1967 AND 1968 MASS UPDATE
CONTRIBUTION WHICH WAS DUE JUNE 1, 1975 HAS NOT BEEN
RECEIVED FROM MADRAS AND CALCUTTA. KISSINGER

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